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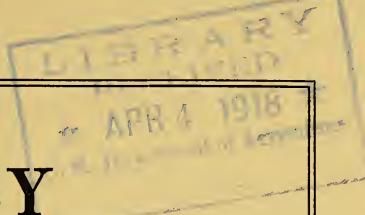
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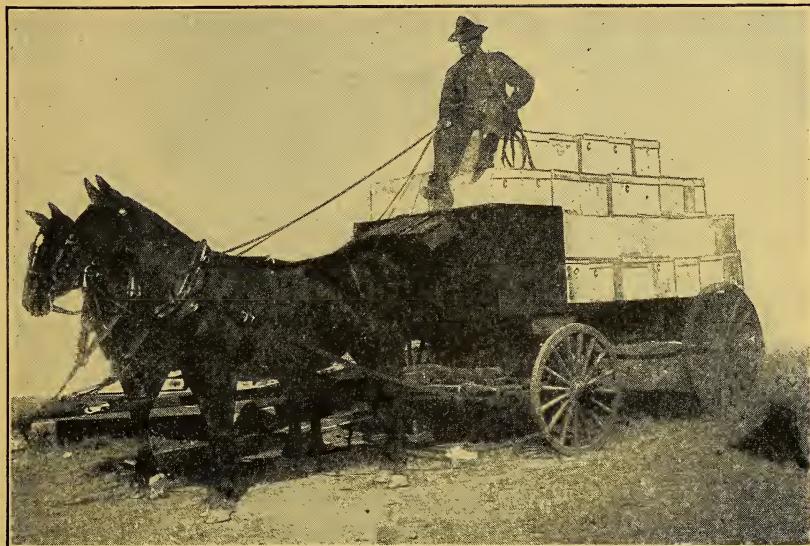
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**IT'S EASY  
TO GET  
CORN BELT EGGS TO MARKET IN  
PRIME CONDITION**



**TO PREVENT  
ROTTING—BREAKING—LOW PRICES  
AND SAVE FOOD FOR THE NATION**

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**This Circular Tells How**

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U. S. DEPARTMENT OF AGRICULTURE  
WASHINGTON, D. C.  
1918.



# THE CORN BELT MUST PRODUCE MORE EGGS.

Did You Know That Millions of Corn Belt Eggs Feed No One?

Why?

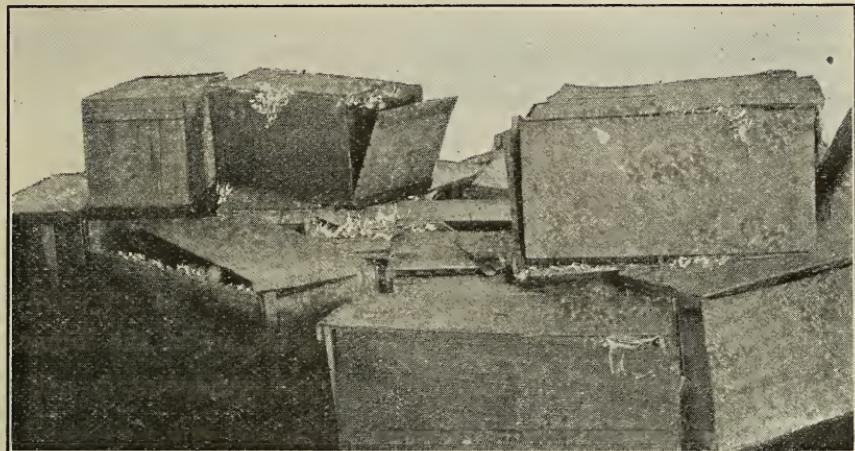
Because—

They are allowed to become warm on the way from the hen to the home.

They are broken by careless handling on the part of the farmer, the packer, or the shipper.

They are not well packed in properly constructed cases.

The cases are so badly stowed in freight cars that they slide about, mashing the fragile contents.



The eggs laid by the Corn Belt hen are just as good as those laid by any other hens. They must, however, travel a long way to market, and during that trip many a misfortune may befall the egg which has been neglected in any way at any step in its progress from the hen's nest to the home. Now is the time to establish the Corn Belt egg firmly in the confidence of the consuming public. It isn't a bit hard. All you need do is adopt the methods which the experts of the United States Department of Agriculture have tried out and found effective. Here they are.

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**A DEAD HEN LAYS NO EGGS.**

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**DO NOT BUY OR SELL LAYING HENS.**

One way for the farmer to contribute to our great war emergency campaign for food conservation is to keep his hens until the spring "lay" is completed. Likewise, Uncle Sam asks that the dealers do their bit, by refusing to buy laying hens.

Not that this works any hardship on either man. Quite the contrary.

It results in increasing the sale of eggs by the farmer at the season of maximum production, when profit is greatest. True, he may lose a few cents in the final selling price of the hen, but this loss is more than offset by his profit on the eggs laid by that hen.

As for the dealer, his business is increased by the additional eggs he handles, and, eventually, he gets the hens to boot.

Now, we all know that, as a rule, the hen loafes on her job from the time she moults until the normal egg-laying season of the following spring. How unwise, then, from an economic standpoint, to sell the hen, early in the year, before she has had a chance to lay enough eggs to pay for her board and keep during her period of idleness.

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**THE FARMER NEEDS THE EGG MONEY; THE DEALER NEEDS THE BUSINESS; AND THE NATION NEEDS THE EGGS THAT ARE NEVER LAID.**

AMERICAN  
EGG  
DEALERS

## HANDLE AND CANDLE EGGS PROMPTLY.

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### THE HEN DOES HER PART.

The hen lays a fresh egg; the consumer demands a fresh egg. Eggs are a highly perishable product, and gradually deteriorate with age. Heat is their enemy; cold is their friend. The shorter the time and the more direct their route from nest to packing house, the smaller the opportunity for loss.

### THE REST IS UP TO THE FARMER AND THE DEALER.

The proper handling of eggs is not a one-man job. Many people are concerned in it. Their interests are common, and mutual understanding and cooperation between them benefit all alike.

The farmer's part in the general scheme of good marketing is to bring good eggs to market. To accomplish this, he should market his eggs frequently, not let them accumulate.

The dealer's job is to keep the eggs good. His slogan should be "Ship promptly and properly." The sooner an egg is put under refrigeration and started for the market, the better its quality when it reaches its final destination, and the higher its value.

How can the farmer tell whether the eggs he sells are good or bad? The answer is by candling. Let him make sure before taking them to market that all are good. How can the dealer tell whether the eggs he buys are good? Again, candling is the answer. The extra profit which the dealer who sells only good eggs necessarily receives more than compensates for whatever additional cost is entailed by candling the eggs.

It is against the law to ship rotten eggs from one State to another, and the only way to discover the rotten eggs is by candling.

### BUY—SELL ON THE QUALITY BASIS.

Wherever eggs are bought, buying should be on the quality basis. Good eggs should bring better prices than bad ones. The farmer, the country merchant, or the shipper who has good, well-packed eggs ought to receive better prices than the man who puts out low-grade carelessly handled eggs.

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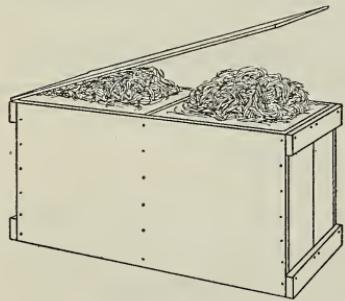
### A STALE EGG PLEASES NO ONE.

## REHANDLE EGGS.

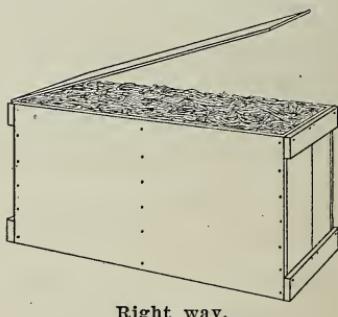
Eggs received by the packing house from country shippers should be rehandled, and packed in new standard cases, with strong fillers and flats, before final shipment to market, because:

- (1) Many of the cases are improperly nailed.
- (2) Stained and broken fillers, which result in further damage to the eggs, are often found in country-packed cases.
- (3) Seldom do eggs packed by the small shipper have the proper number of division boards to the case, irregular cardboards and newspapers being substituted. Often marked and second-hand cases are used. Such irregularities cause discrimination against the Corn Belt egg.
- (4) Country-packed cases of eggs frequently have no excelsior, no cushion filler, nor any other packing in the bottom. They have very little packing in the top of the case, and that little is improperly placed.
- (5) To make a good, marketable product, cracked eggs, extremely small and dirty eggs, as well as turkey and duck eggs, should be removed from the first grade, and packed separately as "seconds."

## Learn How to Handle



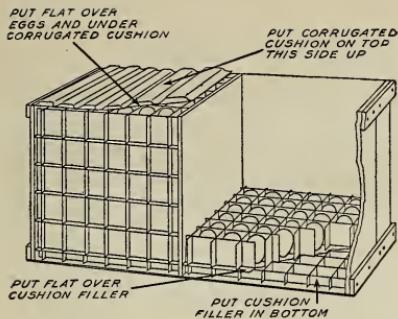
Candle  
Grade  
← Pack →  
Chill  
Ship



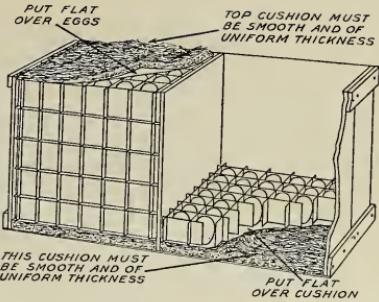
**Eggs to Get Top Prices**

**MASHED EGGS FEED NO ONE.**

## THIS IS THE PACKAGE TO USE.



Right way for strawboard cushions.



Right way for cushions of excelsior, cork shavings, or cut straw.

### STANDARD EGG CASE.

3/16-inch veneers; 7/16-inch ends and centers; 7/16 by 1 1/4-inch cleats. 7/16-inch center board must be nailed in middle of case. The two compartments must be of the same size.

### FILLERS.

Hard calendered strawboard.

Set to consist of 10 trays and 12 flats.

Pack top of case with corrugated cushions, excelsior, cork shavings, or cut straw.

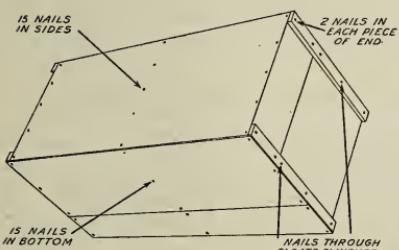
Pack bottom of case with 3/4-inch cushion fillers, excelsior, cork shavings, or cut straw.

Use flat between eggs, both top and bottom.

Excelsior, cork shavings or cut straw cushions must be smooth and of uniform thickness.

Fillers must weigh 3 pounds for 10 trays and 12 flats.

### NAILS.



3 d. cement-coated, large head.  
15 nails for each side—5 in each end; 5 in center.

15 nails for bottom—5 in each end; 5 in center.

8 nails for top—flush cleat.

6 nails for top—drop cleat.

2 nails through cleat into each piece of end.

Nails through cleats must be clinched.

**NAILS IN PLACE SAVE CLAIMS.**

## WARM EGGS OR COLD CASH?

### PRECOOL EGGS BEFORE SHIPPING THEM.

The newly laid egg is fresh and wholesome. It is for you dealers to see to it that it is kept fresh and wholesome. Obviously clinging to old methods, which permit a loss in either the quality or quantity of our food supply, as represented by the egg, is wasteful and should be stopped. Precooling eggs before shipping them saves food material, because:

#### PRECOOLING CHECKS THE DEVELOPMENT OF "BLOOD-RINGS."

Blood-rings occur in fertile eggs, subjected to incubating temperature (68° or higher), when the development of the germ proceeds until blood forms, but the embryo later dies. Prompt cooling of fertile eggs below this temperature causes incubation to stop, and prevents the formation of blood-rings, a source of enormous losses in Corn Belt eggs.

#### PRECOOLING PREVENTS "ADDLED" EGGS.

In warm eggs the white is thin and watery, and the membrane which encloses the yolk is delicate and easily ruptured. Jars in transportation often cause this membrane to break, which permits the yolk and white to mix, or become "addled." Chilling makes the egg stiff and jellylike, in which condition it is much better able to withstand injury from jarring. Cool eggs ride best. It takes five days of car refrigeration to bring warm eggs to a condition where they will ride well. Much harm can happen in those five days.

#### PRECOOLING RETARDS EVAPORATION, THE CAUSE OF SHRUNKEN EGGS.

Eggs just laid are full, but 65 per cent of their contents is water. As the egg grows older, this water evaporates, leaving in the larger end an air cell which increases in size with age. Evaporation proceeds most rapidly in warm temperatures and from warm eggs. Chilling retards evaporation and helps the egg to retain its fresh appearance. In the storage season, "Extras" must weigh 44 pounds net, and "Firsts," 42 pounds net. Keep your eggs from evaporating.

#### PRECOOLING HELPS TO MAKE A UNIFORM PRODUCT.

This is a day of standardization. Attempts to establish standards are being made in all branches of our industries. A weak spot in the egg trade is the lack of uniformity or of standards for its product. If each case of eggs received at the market was *exactly like* the last one, the shipper could soon establish a reputation for uniformity. Cooling makes a uniform product. It keeps the eggs as they were packed.

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#### COOL THE EGG AND CASH THE CHECK.

**DON'T GIVE THE EGGS A HOT TIME IN THE OLD CAR.**

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**SHIP EGGS IN A REFRIGERATED CAR.**

The egg kept under refrigeration and shipped to market in a properly iced refrigerator car retains its good quality. Eggs which have been precooled retain their many advantages when shipped in refrigerated cars. When, in the absence of cooling facilities, eggs are loaded warm, shipping under refrigeration has some desirable effects, and brings the eggs to market in better condition than if they had been shipped warm.

**YOU PROTECT EGGS AGAINST DELAYS IN TRANSPORTATION.**

Railroad congestion and the uncertainty of prompt movements of trains make it necessary to ship perishables under refrigeration, to offset the effects of damaging delays. Terminal congestion and failures to unload promptly also are sources of damage which emphasize the need of refrigeration.

**Refrigeration During Transit Maintains**

**Quality—Weight—Fresh Appearance—Food Value.**

**Refrigeration During Transit Retards**

**Loss of Quality—Shrinkage—“Blood-rings”—Loss of Food Value.**

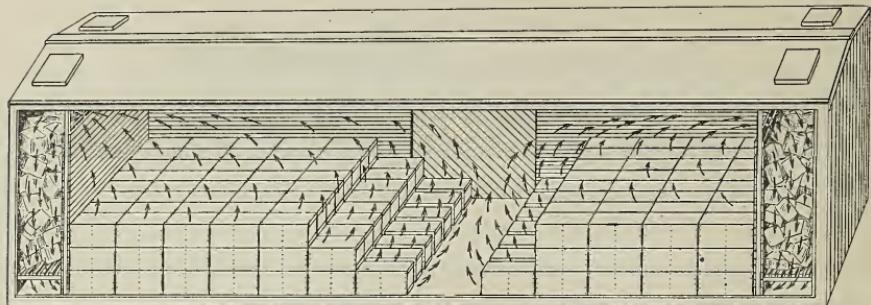
**Refrigeration During Transit Delivers a High-Quality, Uniform Product.**

Eggs properly packed and shipped under refrigeration are not liable to the usual deterioration and loss in quality. They reach the market in the same respective grades as they left the packer.

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**COLDNESS AND CLEANLINESS MEAN MORE CASH.**

## WHEN ORDERING INSIST ON GOOD CARS.

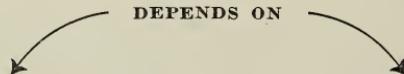


Arrows indicate air circulation in well-built, well-loaded refrigerator car.

Note lower layer is 7 across, allowing air channels to middle of car.

### EFFICIENCY OF REFRIGERATOR CARS

DEPENDS ON



#### INSULATION.

Proper insulation makes the interior of the car immune from outside temperature. It protects the load from heat and cold.

#### CIRCULATION.

Floor racks, basket bunkers, and insulated bulkheads aid circulation.

Proper loading does the rest.

Poor loading means loss of eggs and ice.

You will profit by observing these precautions:

- (1) Space the bottom layer of cases seven rows across the width of the car, making the rows straight and leaving air channels.
- (2) Do not let straw buffering choke the cold-air outlet of bunkers. If the straw buffering is used at bunker ends, build a rack one case high and wide enough to fill the excess space, at the same time keeping the straw up from the floor.

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STOW YOUR LOAD PROPERLY IN GOOD CARS.



CARE EVERYWHERE—  
GOOD EGGS ANYWHERE

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GIVE CORN BELT  
EGGS THEIR CHANCE



